

Message Text

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TO AMEMBASSY CAIRO PRIORITY

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E.O. 11652: N/A

TAGS:BEXP, EG

SUBJECT:POLYESTER FIBER PROJECT- CHEMTEX - DUPONT PROPOSAL

REFERENCE: CAIRO 12688; CAIRO 12465

1. CHEMTEX PRESIDENT EUGENE REMMER, DUPONT INTERNATIONAL SALES AND KNOW HOW LICENSING MANAGER WILLARD STENBORG, AND OTHER CHEMTEX OFFICERS CALLED ON DAS/BIC/HOSTLER DECEMBER 18, REGARDING REPORTED GOE DECISION TO AWARD SUBJECT PROJECT TO FRENCH FIRM RHONE-POULENC. DUPONT EXTREMELY CONCERNED OVER GOE STATEMENTS TO EFFECT THAT THEIR PROPOSAL WAS REJECTED IN FAVOR OF FRENCH BECAUSE OF SUPERIOR FRENCH TECHNOLOGY. CHEMTEX OFFICIALS CITED THEIR RECENT SUCCESS IN

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WINNING CONTRACT FOR SIMILAR PLANT IN PAKISTAN OVER RHONE-

POULENC, AND THEY STRONGLY FEEL GOE DECISION WAS POLITICALLY MOTIVATED. DUPONT ORIGINALLY LICENSED BASIC TECHNOLOGY TO RHONE-POULENC, AND STENBORG EMPHASIZED FACT THAT FRENCH HAVE NOT MOVED FORWARD IN ITS FURTHER DEVELOPMENT, IN CONTRAST TO NEW DUPONT TECHNOLOGICAL DEVELOPMENTS. THE TWO FIRMS CONSIDER THIS PROJECT AS VITAL FIRST STEP IN ESTABLISHING LONG TERM COMMERCIAL RELATIONSHIP WITH EGYPT, AND REQUESTED USG ASSISTANCE IN OBTAINING NEW IMPARTIAL GOE REVIEW OF TECHNOLOGICAL ASPECTS OF THEIR PROPOSAL. COMPANY OFFICERS ARE PREPARED TO VISIT CAIRO FOR SUCH A REVIEW. ALTERNATIVELY,

THEY ARE WILLING TO PAY EXPENSES FOR EGYPTIAN DELEGATION VISIT TO U.S. FOR SIMILAR DISCUSSIONS PER DUPONT'S VERBAL INVITATION TO EGYPTIANS IN JANUARY 1975.

2. WE APPRECIATE CONTINUED ASSISTANCE BY EMBASSY AND AMBASSADOR ON THIS PROJECT. IF EGYPTIAN DOOR IS NOT ENTIRELY CLOSED REGARDING CONTRACT AWARD AND AMBASSADOR BELIEVES ADDITIONAL APPROACH WOULD BE PRODUCTIVE, WE CONCUR IN AMBASSADOR RAISING POSSIBILITY OF ADDITIONAL TECHNOLOGICAL REVIEW WITH APPROPRIATE GOE OFFICIALS. KISSINGER

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